SBIR

Small Business Innovation Research

MISSION

The Army SBIR program is designed to provide small, high-tech businesses the opportunity to propose innovative research and development solutions in response to critical Army needs.

Technical Assistance Advocates (TAA)

Assisting small businesses in transitioning SBIR technology to the Warfighter and marketplace.

Army Technical Assistance

Technical Assistance Advocates (TAA)

The Army has stationed Technical Assistance Advocates (TAAs) in five regions across the Army to provide technical assistance to small businesses who have Phase I and Phase II projects with the participating organizations within their regions.

National Capital Region – John Ruehe (Team Lead), Ft Belvoir, VA

Southeast Region – Chris Willisson, Redstone Arsenal, Alabama

Mid-Atlantic Command and Control Region – Jim Faunce, Ft Monmouth, NJ

Mid-Atlantic Armaments Region – Jyothi Krishnan, Picatinny Arsenal, NJ

Midwest Region – Jean-Paul Hanna, Warren, Michigan

http://www.armysbir.com/sbir/taa_desc.htm

Army SBIR Facts and Figures FY00-08

- **2,147 research topics…**
- **29,582 proposals from industry…**
- **5,013 contract awards…**
- **27 participating organizatio**
- **Over $1.7 billion in research**

One mission…

the Soldier.

PARTICIPATING ORGANIZATIONS

	U.S. Army Materiel Command (AMC)
1	Armaments RD&E Center (ARDEC)
2	Army Research Laboratory (ARL)
3	Army Research Office (ARO)
4	Aviation Applied Technology Dir. (AMRDEC A)
5	Communications Electronics Command (CERDEC)
6	Edgewood Chemical Biological Center (ECBC)
7	Aviation Missile RD&E Center (AMRDEC M)
8	Natick Soldier Center (NSC)
9	Simulation & Training Technology Center (STTC)
10	Tank Automotive RD&E Center (TARDEC)
	U.S. Army Test & Evaluation Command (ATEC)
11	Developmental Test Command (DTC)
12	***U.S. Army Corps of Engineers (CoE)***
	Engineer Research & Development Ctr (ERDC)
	CERL
	CRREL
	TEC
	WES/GSL
	WES/CHL, EL, ITL
13	***Deputy Chief of Staff for Personnel (Army Research Institute)***
	Army Research Institute (ARI)
14	***Army Medical Command***
	Medical Research and Materiel Command (MRMC)
15	***U.S. Army Space and Missile Defense Command***
	Space and Missile Defense Command (SMDC)
	PROGRAM EXECUTIVE OFFICE SBIR LIAISIONS:
16	***PEO Ammunition***
17	***PEO Aviation***
18	***PEO Command, Control and Communications Tactical (C3T)***
19	***JPEO Chemical and Biological Defense (CBD)***
20	***PEO Combat Support & Combat Service Support (CS&CSS)***
21	***PEO Enterprise Information Systems (EIS)***
22	***PEO Ground Combat Systems (GCS)***
23	***PEO Intelligence, Electronic Warfare & Sensors (IEW&S)***
24	***PEO Missiles and Space***
25	***PEO Soldier***
26	***PEO Simulation, Training and Instrumentation (STRI)***
27	***PM Future Combat Systems Brigade Combat Team (FCS BCT)***

What Does It Take to Participate

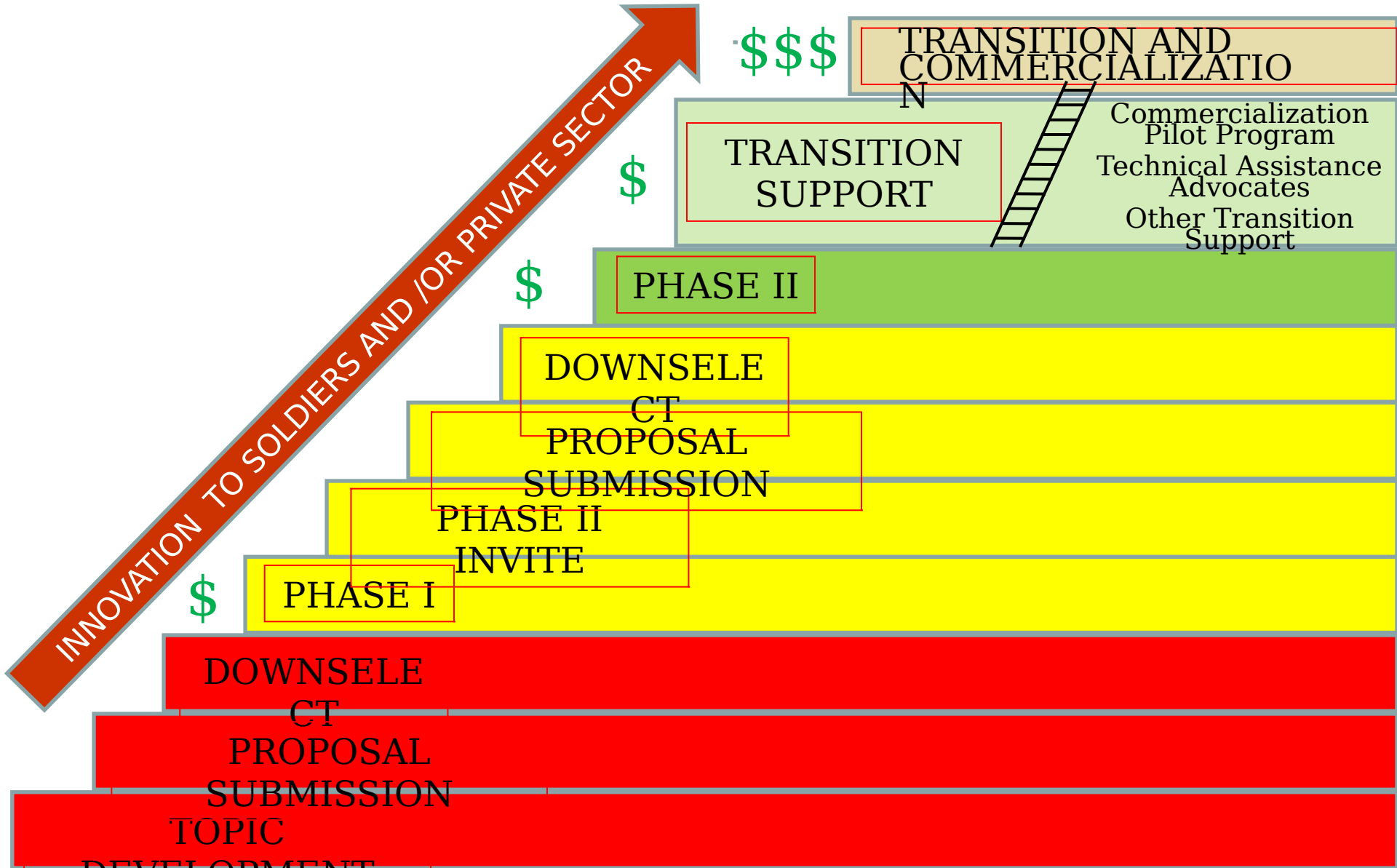
1. A firm must be a U.S. for-profit small business of 500 or fewer employees

2. Work must be performed in the United States

3. During Phase I, a minimum of 2/3 of the effort must be performed by the proposing firm; a minimum of 1/2 of the effort in Phase II

4. The Principal Investigator must spend more than 1/2 of the time employed by the

STEPS TO TRANSITION



Topic Development

SBIR
Small Business Innovation Research

Army Topics

Warfighter Needs

PEO / PM Technology Needs and Risk Items

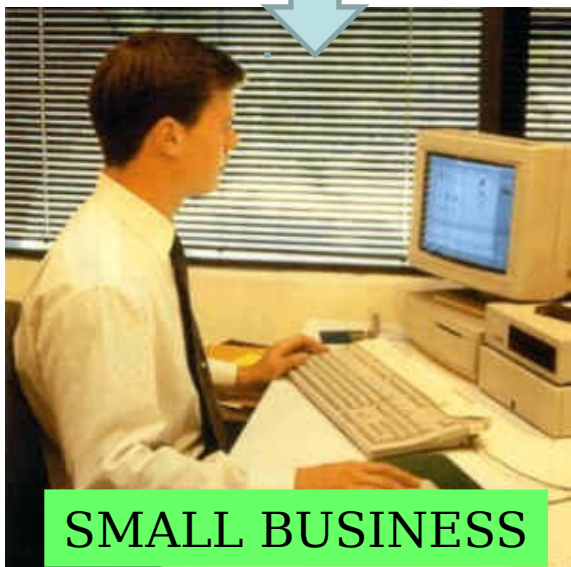
Business or Academia Recommendations

Research Centers

DoD Approval

Topic Review and Deconfliction by Director, Defense Research and Engineering (DDR&E)

SBIR Topics Database

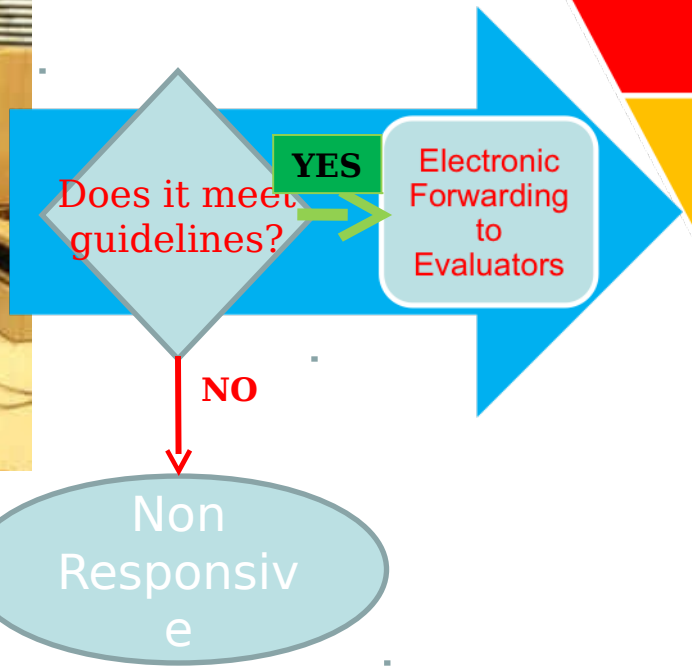


SMALL BUSINESS

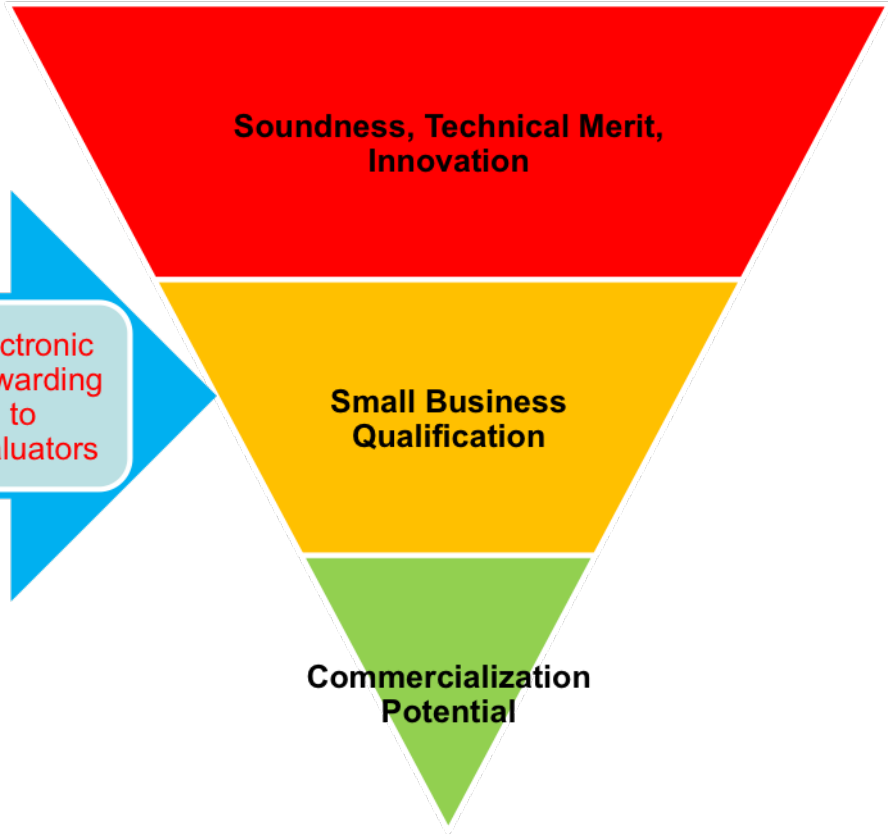
Submitting a Proposal

: Impartial, Equitable, and Comprehensive Proposal Evalua

Follow Solicitation Instructions from DoD Proposal Submission System



TWO-STEP EVALUATION



Army SBIR Process

SBIR
Small Business Innovation Research

Topi

Phas e I

Phase II

Phase III

DoD Solicitation
Participation in all three solicitations

Feasibility Study
$70K, 6 Months

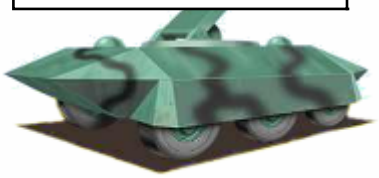
$50K Option (Gap Funding)

~10% of ls ed d

Prototype Development
$730K, 2 Years

~50% invited proposals selected

Commercializ ation Pilot Program



Commercializa tion
Transition to Federal Govt or Private Program

No SBIR

Phase I + Option + Phase II =
$850,000

Army SBIR Award History

	FY03	FY04	FY05	FY06	FY07	FY08
Phase I Awards	352	356	371	321	361	*
Phase II Awards	222	237	259	218	185	*
# of Topics	243	258	246	238	216	213
Annual Budget $- Millions	$165	$228	$233	$243	$243	$270

* Process ongoing

Data publicly available at: http://www.dodsbir.net/annualreport/annrpt.html

DISTRIBUTION STATEMENT A. Approved for public release; distribution is unlimited.

DoD SBIR Phase I Solicitation Key Dates

	Solicitation Internet	Start Accepting Proposal	Proposal Deadline	Contracts Awarded Goal
SBIR Yxx.1	Nov	Dec	Jan	May
SBIR Yxx.2	Apr	May	June	Oct
SBIR Yxx.3	July	Aug	Sept	

Selections Announced 60 days later

2009.1

Pre-Solicitation Period: 12 Nov- 07 Dec
Solicitation Opens: 08 Dec 2008
Phase I Proposals Due: 14 Jan 2009
Award Notification: NLT 19 March 2009
Contract Award: 14 May 09

GOAL: 4 month between proposal receipt and contract award

View solicitations and submit all proposals via DoD Web Site

http://www.dodsbir.net/submission

Phase II Key Dates

	Proposal Invitation	Proposal Deadline	Contracts Awarded Goal
SBIR Yxx.a	Sep	Oct	Apr
SBIR Yxx.b	Mar	Apr	Oct
SBIR Yxx.c	Jun	Jul	Jan

Selections Announced 60 days later

2009 .a

Invite to Phase II: 09 Sep 2008
Phase II Proposals DUE: NLT 09 Oct 2008
Evaluation & Selection: 10 Oct – 2 Dec 2008
Award Notification: 9 Dec 2008
Contract Award: 14 Apr 2009

GOAL: 6 month between proposal receipt and contract award

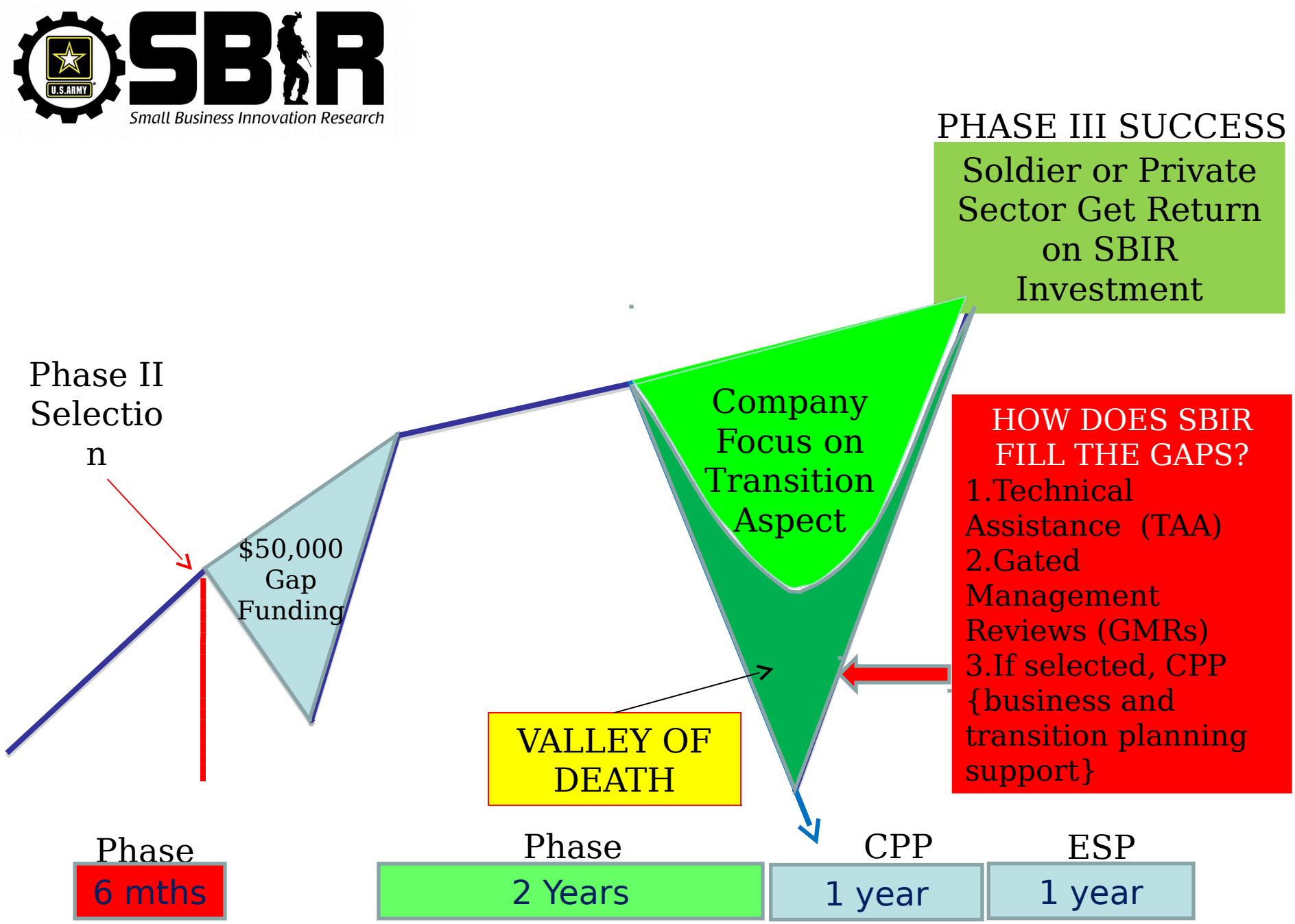
Personalized Support

Technical Assistance Advocates (TAA)

- 5 personnel
- strategically co-located with RDECs
- understand how to integrate products into DoD programs
- extensive knowledge in business planning and engineering
- to assist you in transitioning (crossing the valley of death)

Commercialization Pilot Program (CPP)

- Up to 25 promising companies selected annually
- Business and Transition Planning Support
- $15M fund to support further company transition efforts
- 10 companies (Extended Support Participants) chosen for a second year of support(no additional money during this year)


SBIR
Small Business Innovation Research
PHASE III SUCCESS
Soldier or Private Sector Get Return on SBIR Investment
Phase II Selection
$50,000 Gap Funding
Company Focus on Transition Aspect
HOW DOES SBIR FILL THE GAPS?
1.Technical Assistance (TAA)
2.Gated Management Reviews (GMRs)
3.If selected, CPP {business and transition planning support}
VALLEY OF DEATH
Phase
6 mths
Phase
2 Years
CPP
1 year
ESP
1 year

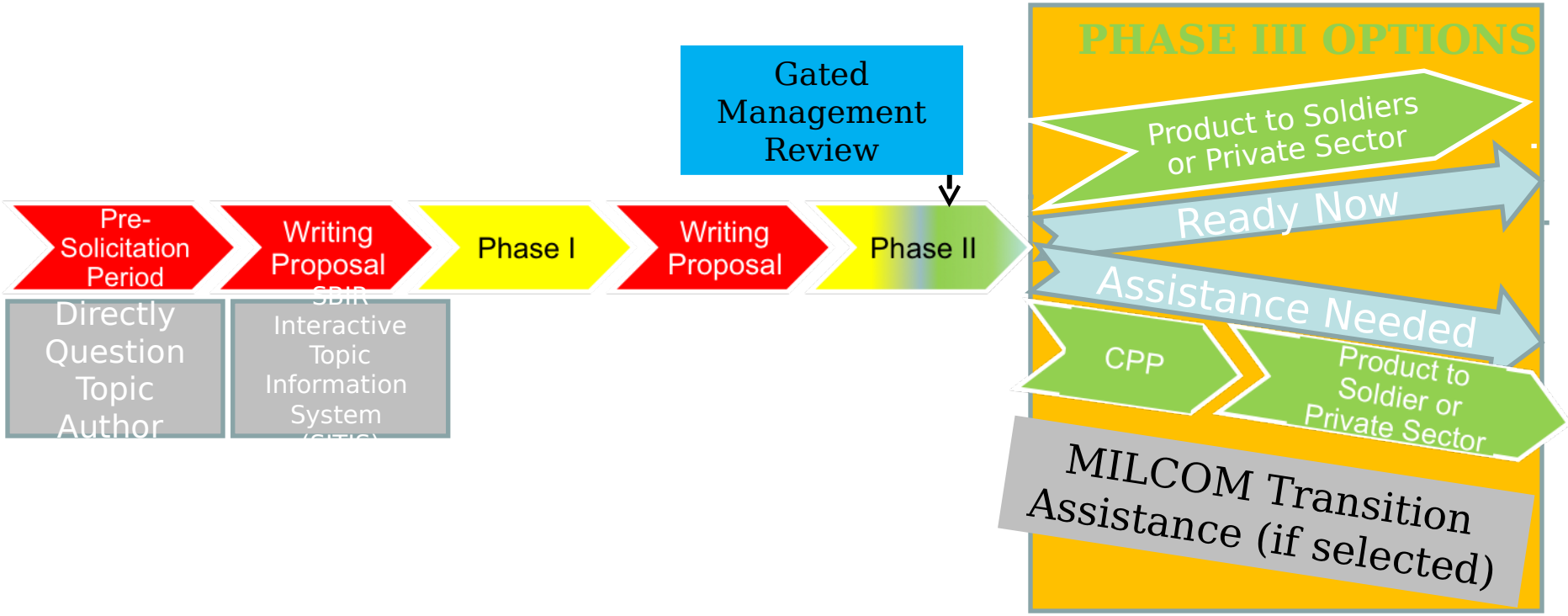
HOW DO WE HELP YOU SUCCEED?????

ROBUST WEBSITE OF INFORMATION (24 hours X 7 days)

PM SBIR HELP DESK SUPPORT AVAILABLE (8-5 M-F ET)

OUTREACH (Conferences, Success Stories, Emails)

TAA Advice and Support



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UNITED STATES ARMY
SBIR STTR Programs

SMALL BUSINESS INNOVATION RESEARCH
SMALL BUSINESS TECHNOLOGY TRANSFER

SBIR
STTR
CBD SBIR
Success Stories
Small Business Page

MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer Program (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense (DoD), the private sector, and our national economy.

This portal provides all the information necessary to participate in these programs.

SOLDIER STORIES

WHAT'S NEW

-QUARTERLY SBIR NEWSLETTER
-ARMY CPP PARTICIPANTS FY08
-TECHNICAL ASSISTANCE

LETTER TO THE DEFENSE INDUSTRIAL BASE

SUGGEST A RESEARCH TOPIC

-SECURITY/PRIVACY NOTICE
-508 ACCESSIBILITY
-DISCLAIMER OF ENDORSEMENT AND LIABILITY

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Contact Information

Mr. Christopher S. Rinaldi, PM
MAJ Shane Sullivan, DPM

Office: 703-806-2085
Fax: 703-806-2044
army.sbir@us.army.mil
http://www.armysbir.com

U.S. Army Research, Development and Engineering Command
6000 6th Street, Suite 100
Fort Belvoir, Virginia 22060-5608

DISTRIBUTION STATEMENT A. Approved for public release;

Technical Assistance Advocates

Region and Army SBIR Participating Organizations	Technical Assistance Advocate	Location	Phone
• **National Capital Region** Edgewood Chemical Biological Center (ECBC) •Army Research Institute (ARI) •Army Test and Evaluation Command (ATEC) •Engineer Research and Development Center (ERDC) •Medical Research and Materiel Command (MRMC) •JPEO Chemical Biological Defense (CBD) •JPO Single Integrated Air Picture (SIAP)	John Ruehe (Team Lead)	Ft. Belvoir, Virginia	703-806-0977
• **Southeast Region** Aviation and Missile Research Development and Engineering Command (AMRDEC) •PEO Aviation •PEO Missiles and Space •Army Space and Missile Defense Command (SMDC) •Simulation and Training Technology Center (STTC) •PEO Simulation, Training and Instrumentation (STRI)	Chris Willisson	Redstone Arsenal, Alabama	256-876-4123
• **Mid-Atlantic Command and Control Region** Communications Electronics Research, Development and Engineering Center (CERDEC) •JPEO Joint Tactical Radio System (JTRS) •PEO Command, Control, Communications-Tactical (C3T) •PEO Enterprise Information System (PEO EIS) •PEO Intelligence, Electronic Warfare and Sensors (IEW&S)	James Faunce	Ft. Monmouth, New Jersey	732-427-0854
• **Mid-Atlantic Armaments Region** Armaments Research Development and Engineering Center (ARDEC) •Army Research Laboratory (ARL) •Army Research Office (ARO) •Natick Soldier Research Development and Engineering Center (NSRDEC) •PEO Ammunition (AMMO) •PEO Soldier	Jyothi Krishnan	Picatinny Arsenal, New Jersey	973-724-9669
• **Midwest Region** Tank Automotive Research Development and Engineering Center (TARDEC) •PEO Combat Support and Combat Service Support (CS&CSS) •PEO Ground Combat Systems (GCS) •PM, Future Combat Systems, Brigade Combat Team (PM, FCS BCT)	Jean-Paul Hanna	Warren, Michigan	586-574-5821